

PRODUCERS' QUESTIONNAIRE
BARIUM CARBONATE FROM CHINA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than June 12, 2003

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning barium carbonate from China (inv. No. 731-TA-1020 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced barium carbonate (as defined in the instruction booklet) at any time since January 1, 2000?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
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CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Do you support or oppose the petition? Please explain.

Support Oppose Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigation is affirmative and an antidumping order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Customs Service for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes No (that is, I do not wish my position on the petition to be made public)

I-4. Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

PART II.--TRADE AND RELATED INFORMATION--Continued

II-3. Does your firm produce other products on the same equipment and machinery used in the production of barium carbonate?

No Yes--List the following information.

Product

Basis for allocation of capacity data

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

II-5. Does your firm produce other products using the same production and related workers employed to produce barium carbonate?

No Yes--List the following information.

Product

Basis for allocation of employment data

II-6. Since January 1, 2000, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of barium carbonate?

No Yes--Name firm: _____

II-7. Does your firm produce barium carbonate in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-8. Since January 1, 2000, has your firm imported barium carbonate?

No Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

PART II.--TRADE AND RELATED INFORMATION--Continued

II-9. **ALL BARIUM CARBONATE.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of barium carbonate in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-March	
	2000	2001	2002	2002	2003
AVERAGE PRODUCTION CAPACITY <i>(quantity)</i>					
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>					
PRODUCTION <i>(quantity)</i>					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption:					
<i>Quantity</i> of internal consumption					
<i>Value</i> ¹ of internal consumption					
Transfers to related firms:					
<i>Quantity</i> of transfers to related firms					
<i>Value</i> ¹ of transfers to related firms					
EXPORT SHIPMENTS:²					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES ³ <i>(quantity)</i>					
U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i>					
U.S. SHIPMENTS TO END USERS <i>(quantity)</i>					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs <i>(1,000 hours)</i>					
WAGES PAID TO PRWs <i>(value)</i>					

¹ Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below:

² Identify your principal export markets: _____

³ **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

PART II.--TRADE AND RELATED INFORMATION--Continued

II-10. **GRANULAR BARIUM CARBONATE.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **granular** barium carbonate in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-March	
	2000	2001	2002	2002	2003
AVERAGE PRODUCTION CAPACITY <i>(quantity)</i>					
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>					
PRODUCTION <i>(quantity)</i>					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption:					
<i>Quantity</i> of internal consumption					
<i>Value</i> ¹ of internal consumption					
Transfers to related firms:					
<i>Quantity</i> of transfers to related firms					
<i>Value</i> ¹ of transfers to related firms					
EXPORT SHIPMENTS:²					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES³ <i>(quantity)</i>					
U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i>					
U.S. SHIPMENTS TO END USERS <i>(quantity)</i>					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs <i>(1,000 hours)</i>					
WAGES PAID TO PRWs <i>(value)</i>					

¹ Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below:

² Identify your principal export markets: _____

³ Reconciliation of data.--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

PART II.--TRADE AND RELATED INFORMATION--Continued

II-11. **POWDERED BARIUM CARBONATE.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **powdered** barium carbonate in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-March	
	2000	2001	2002	2002	2003
AVERAGE PRODUCTION CAPACITY <i>(quantity)</i>					
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>					
PRODUCTION <i>(quantity)</i>					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption:					
<i>Quantity</i> of internal consumption					
<i>Value</i> ¹ of internal consumption					
Transfers to related firms:					
<i>Quantity</i> of transfers to related firms					
<i>Value</i> ¹ of transfers to related firms					
EXPORT SHIPMENTS:²					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES ³ <i>(quantity)</i>					
U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i>					
U.S. SHIPMENTS TO END USERS <i>(quantity)</i>					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs <i>(1,000 hours)</i>					
WAGES PAID TO PRWs <i>(value)</i>					

¹ Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below:

² Identify your principal export markets: _____

³ Reconciliation of data.--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

PART II.--TRADE AND RELATED INFORMATION--Continued

II-12. **U.S. COMMERCIAL SHIPMENTS IN 2002, BY TYPE.**--Report your firm's U.S. commercial shipments in 2002 of the various types of barium carbonate that your firm produced. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in dollars)</i>		
Period of shipment	Quantity	Value ¹
Calcined granular barium carbonate:		
Glass manufacturers		
Brick manufacturers		
Tile manufacturers		
Other manufacturers (identify type(s)): _____		
Others or unknown		
Total		
Compacted (compressed) granular barium carbonate:		
Glass manufacturers		
Brick manufacturers		
Tile manufacturers		
Other manufacturers (identify type(s)): _____		
Others or unknown		
Total		
Powdered barium carbonate, other than Micro-Flo™:		
Glass manufacturers		
Brick manufacturers		
Tile manufacturers		
Other manufacturers (identify type(s)): _____		
Others or unknown		
Total		
Micro-Flo™:		
Glass manufacturers		
Brick manufacturers		
Tile manufacturers		
Other manufacturers (identify type(s)): _____		
Others or unknown		
Total		
Grand total, all types:²		
¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. ² The grand totals should equal the sum of the totals above and also the commercial shipment entries for 2002 in II-9 on page 5.		

II-13. **U.S. COMMERCIAL SHIPMENTS TO MANUFACTURERS OF TELEVISION GLASS.**--Report your firm's U.S. commercial shipments of barium carbonate (that your firm produced) to each of the following manufacturers of television glass. Copy this page as necessary, completing a separate page and checking the appropriate box for your U.S. commercial shipments to each of the four firms.

American Video
 Corning Asahi
 Techneglas
 Thompson

<i>(Quantity in short tons, value in dollars)</i>		
Period of shipment	Quantity	Value ¹
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-14. If you reported transfers to related firms in questions II-9, II-10, or II-11, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced by market or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-15. **Other than direct imports**, has your firm otherwise purchased barium carbonate since January 1, 2000? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods, copying this page as necessary, completing a separate page and checking the appropriate box for granular or powdered barium carbonate.

Granular Powdered

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-March	
	2000	2001	2002	2002	2003
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT--					
PRODUCED IN CHINA:					
<i>Quantity</i>					
<i>Value</i>					
PRODUCED IN ALL OTHER COUNTRIES:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM DOMESTIC PRODUCERS:²					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM OTHER SOURCES:²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>					
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/>					

PART III.--FINANCIAL INFORMATION--Continued

III-6. **OPERATIONS ON ALL BARIUM CARBONATE.** --Report the revenue and related cost information requested below on the barium carbonate operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Quantity in short tons, value in \$1,000)					
Item	Fiscal years ended--			Fiscal year through April	
	_____	_____	_____	2002	2003
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Raw materials:					
Natural gas					
Barite ore from the United States					
Barite ore from China					
Barite ore from all other countries					
All other raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

PART III.--FINANCIAL INFORMATION--Continued

III-7. **OPERATIONS ON GRANULAR BARIUM CARBONATE ONLY.**--Report the revenue and related cost information requested below on the granular barium carbonate operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order, and for the specified interim periods.

(Quantity in short tons, value in \$1,000)					
Item	Fiscal years ended--			Fiscal year through April	
	_____	_____	_____	2002	2003
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Raw materials:					
Natural gas					
Barite ore from the United States					
Barite ore from China					
Barite ore from all other countries					
All other raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

PART III.--FINANCIAL INFORMATION--Continued

III-8. **OPERATIONS ON POWDERED BARIUM CARBONATE ONLY.**--Report the revenue and related cost information requested below

on the powdered barium carbonate operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order, and for the specified interim periods.

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Fiscal years ended--			Fiscal year through April	
	_____	_____	_____	2002	2003
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Raw materials:					
Natural gas					
Barite ore from the United States					
Barite ore from China					
Barite ore from all other countries					
All other raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					
<small>¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.</small>					

PART III.--FINANCIAL INFORMATION--Continued

III-9. Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital

expenditures and research and development expenditures on barium carbonate, and the values of the property, plant, and equipment used in the production of barium carbonate. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

<i>(Value in \$1,000)</i>					
Item	Fiscal years ended--			Fiscal year through April of--	
	_____	_____	_____	2002	2003
Capital expenditures					
Research and development expenditures					
Property, plant, and equipment:					
Original cost					
Book value					

III-10. Since January 1, 2000, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of barium carbonate from China?

No Yes--My firm has experienced actual negative effects as follows:

Cancellation or rejection of expansion projects

Denial or rejection of investment proposal

Reduction in the size of capital investments

Rejection of bank loans

Lowering of credit rating

Problem related to the issue of stocks or bonds

Other (specify) _____

III-11. Does your firm anticipate any negative impact of imports of barium carbonate from China?

No Yes--My firm anticipates negative effects as follows:

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Clark Workman** (202-205-3248 or cworkman@usitc.gov).

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

_____ Phone No. _____ E-mail address

Section IV-A.--PRICE DATA

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products during January 2000-March 2003:

Product 1.—Granular barium carbonate, calcined, sold in any size packaging, with a total BaCO₃ + SrCO₃ content of at least 97 percent

Product 2.—Granular barium carbonate, compacted (compressed), sold in any size packaging, with a total BaCO₃ + SrCO₃ content of at least 97 percent

Product 3.—Free-flowing powdered barium carbonate, similar to CPC's Micro-Flo™, sold in any size packaging, with a total BaCO₃ + SrCO₃ content of at least 97 percent

Product 4.— Powdered barium carbonate other than free-flowing, sold in any size packaging, with a total BaCO₃ + SrCO₃ content of at least 97 percent

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-A.--PRICE DATA--Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products produced and sold by your firm.

Product 1 Product 2 Product 3 Product 4

<i>(Quantity in short tons, value in dollars)</i>		
Period of shipment	Quantity	Value ²
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>		
² F.o.b. your U.S.-producing establishment(s) (gross sales value less all discounts, rebates, allowances, prepaid freight, and the value of returned goods).		

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

If your response in section IV-B differs depending on the form of barium carbonate sold, please distinguish in your response between the forms.

IV-B-1. Please describe how your firm determines the prices that it charges for sales of barium carbonate (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

IV-B-3. What are your firm's typical sales terms for its U.S.-produced barium carbonate (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic barium carbonate usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

IV-B-4. Approximately what percentage of your firm's sales of its U.S.-produced barium carbonate are on a contract (____ percent) vs. spot sales (____ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? _____

(b) How frequently are contracts renegotiated? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

(e) What are the standard quantity requirements, if any? _____

(f) What is the price premium for sub-minimum shipments? ____ percent

IV-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of barium carbonate? _____

IV-B-6. What is the approximate percentage of the total delivered cost of barium carbonate that is accounted for by transportation costs? ____ percent. Who generally arranges the transportation to your customers' locations? Your firm ____ or purchaser ____ (check one). What proportion of your sales occur within 100 miles of your storage or production facility? ____ percent. 101 to 1,000 miles? ____ percent. Over 1,000 miles? ____ percent.

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

If your response in section IV-B differs depending on the form of barium carbonate sold, please distinguish in your response between the forms.

IV-B-7. What is the geographic market area in the United States served by your firm's barium carbonate?

IV-B-8. What other products may be substitutes for barium carbonate?

IV-B-9. Describe the end uses of the barium carbonate that you manufacture. For each end use product, what percentage of the total cost is accounted for by barium carbonate?

IV-B-10. How has the demand within the United States (and outside the United States if known) for barium carbonate changed since January 1, 2000? What were the principal factors affecting changes in demand?

IV-B-11. Have there been any significant changes in the product range or marketing of barium carbonate in the past five years?

No Yes--Please describe.

IV-B-12. Does your firm sell barium carbonate over the internet?

No Yes--Please describe, noting the estimated percentage of your firm's total sales of barium carbonate in 2002 accounted for by internet sales.

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

If your response in section IV-B differs depending on the form of barium carbonate sold, please distinguish in your response between the forms.

IV-B-13. a) Please estimate the percentages of your firm's shipments of domestic barium carbonate that were made in the following package sizes.

25 kg. bags	_____
One-metric-ton sacks	_____
Bulk shipments	_____
Other (please list)	_____
_____	100 %

b) Approximately what percent of the cost of the barium carbonate is accounted for by the cost of packaging? (Note: If the percent varies for different package types, please note this in your response.)

IV-B-14. Are the U.S.-produced and imported barium carbonate from China used interchangeably (i.e., can they physically be used in the same applications)?

Yes No--Please explain.

IV-B-15. Are the U.S.-produced and NONSUBJECT imported barium carbonate (i.e., product imported from countries/firms not subject to this investigation) generally used interchangeably?

Yes No--Please explain, by country.

IV-B-16. Are NONSUBJECT imported barium carbonate and imported barium carbonate from China used interchangeably?

Yes No--Please explain, by country.

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

If your response in section IV-B differs depending on the form of barium carbonate sold, please distinguish in your response between the forms.

IV-B-17. Are there any differences in product characteristics or sales conditions between U.S.-produced barium carbonate and barium carbonate imported from China that are a significant factor in your firm's sales of barium carbonate?

- No Yes--Please describe any such advantages or disadvantages of the domestic product vis-a-vis the imported product (e.g., quality, availability, transportation network, product range, technical support, etc.).

IV-B-18. Are there any differences in product characteristics or sales conditions between U.S.-produced barium carbonate and NONSUBJECT imported barium carbonate that are a significant factor in your firm's sales of barium carbonate?

- No Yes--Please describe any such advantages or disadvantages of the domestic product vis-a-vis the nonsubject imported product, by country of origin.

IV-B-19. Are there any differences in product characteristics or sales conditions between NONSUBJECT imported barium carbonate and imported barium carbonate from China that are a significant factor in your firm's sales of barium carbonate?

- No Yes--Please describe, by country, any such advantages or disadvantages of the nonsubject imported product vis-a-vis the imported product from China.

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for barium carbonate during January 2000-March 2003. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of barium carbonate that each of these customers accounted for in 2002.

No.	Customer's name	Street address (<u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2002 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES

PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THESE INVESTIGATIONS.

Since January 1, 2000: Did your firm lose sales of barium carbonate to imports of these products from China?

Yes No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Please report separately for granular and powdered barium carbonate. Indicate in the "Product" column whether the barium carbonate is granular or powdered as well as any other further description of the product.

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (short tons)	Rejected U.S. price (total value--dollars)	Country of origin	Accepted import price (total value--dollars)